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ADA American Dental Association

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The Bureau of Economic and Behavioral Research

The 1988 Survey of Dental Practice

Dentists in Non-solo and Solo Practice

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HIGHLIGHTS

* The average number of hours per week a dentist spent in his or her office was virtually the same for solo and nonsolo dentists. Nonsolo dentists averaged 37.7 hours in the office, and solo dentists averaged 37.6 hours. Similarly, there was little difference between nonsolos and solos in hours per week spent treating patients, with nonsolo dentists reporting an average of 33.3 hours compared to 33.5 for solo dentists.

* The average age of solo dentists (47.0 years) was about three years greater than that of nonsolo dentists (43.9 years). This difference was consistent within gender for males, with solo male dentists' average age 3.0 years greater than nonsolo males. Among females, there was little age difference (36.8 years of age among solo females and 36.7 years of age among nonsolo females).

* The average number of patient visits per week (excluding hygienist visits) was almost the same among nonsolo (66.9) and solo (64.5) dentists. Among both nonsolo and solo dentists, specialists reported more patient visits per week than did GPs.

* Nonsolo dentists treated an average of 1.8 patients per hour, while solo dentists treated 1.7. Among general practitioners, the figure was 1.5 for both nonsolos and solos. The same pattern held for nonsolo and solo specialists; specialists in both groups reported treating 2.7 patients per hour.

* There were no striking differences between patients of nonsolo and solo dentists. Among both nonsolo and solo dentists, the majority of patients were between 15 and 65 years of age and were covered by private insurance. Approximately half of the patients of both nonsolo and solo dentists had estimated annual incomes of $30,000 plus, and approximately 42% earned between $10,000 and $29,999.

* Net income from private practice was higher among nonsolo dentists ($90,656) than among solo dentists ($77,284). This held true among GP and specialist groups where the nonsolo dentists earned more than their solo counterparts.

* Both nonsolo and solo dentists had total practice expenses amounting to approximately seventy percent of their practice gross incomes. The table below presents a summary of the ratio of total practice expenses to total practice gross income.

Practice Expenses as a Percentage of Practice Gross Income for Nonsolo and Solo Dentists, 1987

	General Practitioners	Specialists	All
Nonsolo	73.1%	72.3%	72.2%
Solo	68.5	66.2	67.8

Source: American Dental Association, 1988 Survey of Dental Practice.

* As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Over eighty percent (85.9%) of the nonsolo dentists reported having four or more (full- or part-time) employees, compared to 48.1% for solo dentists.

* Nearly half (49.6%) of the solo dentists did not employ full- or part-time dental hygienists, while only 29.9% of all nonsolo dentists did not employ hygienists. The largest percentage of solo dentists employed only one chairside assistant (45.9%), but almost as large a percentage (42.8%) employed two or more assistants. Nonsolo dentists tended to employ more assistants than solo dentists; only 14.3% of nonsolo dentists employed one assistant while 83.3% employed two or more assistants.

* The following table illustrates the employment of hygienists and chairside assistants among nonsolo and solo dentists.

Percent of Nonsolo and Solo Dentists Employing One or More Hygienist or Chairside Assistant, 1987

	General Practitioners	Specialists	All
Percent Employing Hygienists			
Nonsolo	80.3%	33.8%	70.1%
Solo	56.8	22.5	50.4
Percent Employing Chairside Assistants			
Nonsolo	97.4%	97.9%	97.5%
Solo	87.9	92.5	88.8

Source: American Dental Association, 1988 Survey of Dental Practice.

* The graphs on the next page illustrate the percentages of nonsolo and solo dentists who offer certain benefits to their employees. For all types of benefits surveyed, higher percentages of nonsolo dentists provided these benefits for their employees than did solo dentists. For example, nearly two thirds (63.7%) of nonsolo dentists who employed personnel provided medical insurance for these personnel while only 48.3% of solo dentists with personnel provided this benefit. The most popular benefit for both groups of dentists was paid vacation days, with 93.9% of nonsolo dentists with employees and 89.1% of solo dentists with employees providing this benefit. Paid sick leave was provided by about three quarters of both groups of dentists and was the second most popular benefit offered.

FIGURE 1.
PERCENTAGE OF DENTISTS OFFERING BENEFITS
SOLO DENTISTS EMPLOYING PERSONNEL, 1987

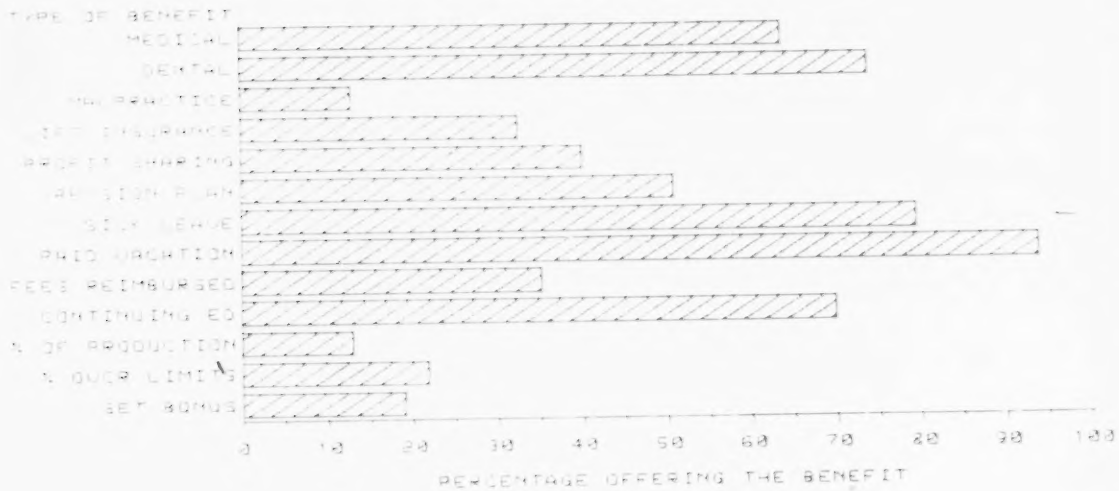
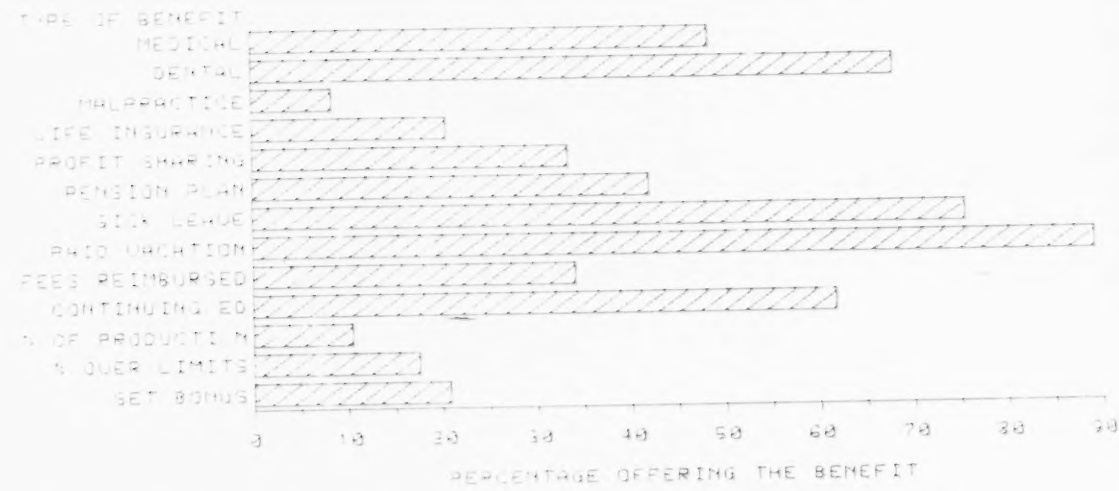


FIGURE 2.
PERCENTAGE OF DENTISTS OFFERING BENEFITS
SOLO DENTISTS EMPLOYING PERSONNEL, 1987



SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

For more detailed information, please see the tables on pages eleven and twenty-four.

INTRODUCTION

This report provides descriptive statistics drawn from the 1988 Survey of Dental Practice on nonsolo and solo private practitioners in the United States for the year 1987. Topics covered include the dentists' practice status, characteristics of patients, employment of auxiliary personnel, and income and expenditures for the practice and the dentist.

Tables are presented separately for nonsolo and solo dentists. Each section is preceded by a brief summary citing statistics on responding dentists in each category. The tables present detailed data broken down by specialty status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from individual dentists, not the practice as a whole.

Since data was not collected from all dentists in a nonsolo practice, answers to certain questions cannot be provided. For example, the average dentist age per practice is not available since the age of each dentist in a practice was not collected; only the age of the respondent dentist is available.

Nonsolo Dentists

The predominant type of employment among nonsolo dentists was shareholding in an incorporated practice. Of all nonsolo dentists surveyed, 34.3% were shareholders in an incorporated practice. Over half (55.0%) of nonsolo specialists and 28.5% of nonsolo GPs reported that they were shareholders. Nonsolo general practitioners exhibited a greater tendency for sole proprietorship than did specialists, with 27.1% citing sole proprietorship as their current employment status, compared to 13.1% for nonsolo specialists.

The majority of patients (50.7%) seen by all nonsolo dentists had annual family incomes of $30,000 or more. Nonsolo general practitioners estimated that an average of 48.8% of their patients had family incomes in this range, with specialists reporting an average of 58.7%.

Approximately 62.5% of the patients seen by all nonsolo dentists were covered by private insurance programs. The percentages were fairly consistent for nonsolo general practitioner and specialist groups.

Nonsolo dentists had an average of 66.9 patient visits per week (excluding hygienist visits). Nonsolo specialists had a greater average number (102.7). Nonsolo general practitioners reported an average of 57.6 patient visits per week.

All nonsolo dentists treated an average of 1.8 patients per hour. Nonsolo specialists reported a slightly higher average, 2.7 patients per hour, and nonsolo general practitioners reported an average of 1.5.

Over eighty percent (85.9%) of all nonsolo dentists employed four or more employees. Only 14.0% of nonsolo dentists employed one to three employees, and only 0.2% had no employees.

The average net income derived from private practice was $90,656 for all nonsolo dentists. Nonsolo general practitioners reported an average of $76,957 while nonsolo specialists reported an average of $142,371.

All nonsolo dentists earned an average of 2.9% of their total income (net income from private practice plus income from other dental sources) from other dental sources. The percentages were fairly consistent for nonsolo general practitioner and specialist groups.

Nonsolo Dentists (continued)

Approximately the same percentage of gross income was paid by direct patient payment (47.3%) as was paid by private insurance (46.4%). An average of only 4.8% of gross income was paid by government programs.

Total practice expenses for all nonsolo dentists averaged $311,717. Of this, 59.0% was accounted for by wage payments, 14.4% by laboratory charges, and 15.6% by purchases of dental supplies. Total practice expenses averaged $279,050 for nonsolo general practitioners and $441,607 for specialists.

All nonsolo dentists reported an average annual practice gross income of $431,992. Gross income was substantially higher for nonsolo specialist practices, $610,552, and lower for nonsolo GP practices, $381,695. Gross income per dentist in a nonsolo practice averaged $169,323 among all nonsolo dentists, $149,234 for nonsolo general practitioners, and $240,641 for nonsolo specialists.

Of all nonsolo dentists, 49.2% reported employing one full- or part-time dentist. Just over one-half (51.1%) of nonsolo general practitioners employed one full- or part-time dentist, while 40.0% of nonsolo specialists did. Almost half (48.8%) of nonsolo specialists reported employing no full- or part-time dentists. Of those nonsolo dentists who shared ownership of their practices with partners, most (78.2%) had only one partner. Only 14.9% had two partners, and 7.0% shared ownership with three or more partners. Among shareholder nonsolos, 36.9% were the sole shareholders in their practices, 44.0% shared ownership with one other shareholder, 14.7% shared ownership with two other shareholders, and 34.0% were in practice with three or more other shareholders.

Among nonsolo dentists with employees, the five most frequently offered benefits were paid vacation days (offered by 93.9% of these dentists), paid sick leave (79.4%), dental insurance (73.8%), reimbursement for continuing education courses (69.8%), and medical insurance (63.7%). Approximately one-third (32.5%) of dentists with employees offered life insurance programs for their employees and approximately one-half (50.8%) offered a pension plan. The table on page eleven further details the types of benefits offered to different types of employees (dental hygienists, chairside assistants, laboratory technicians, and secretaries or receptionists). For example, among all nonsolo dentists with employees,

32.5% provided life insurance for those employees. However, among those dentists providing life insurance, 80.3% of those employing hygienists provided life insurance to their hygienists, 92.5% of those employing assistants provided life insurance to their assistants, 68.2% of those employing technicians provided it to their technicians, and 96.5% of those employing secretaries or receptionists provided the benefit to their secretaries.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONOSOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	0	0.0	1	0.7	1	0.2
1 EMPLOYEE	10	2.3	1	0.7	10	2.0
2 EMPLOYEES	20	5.0	3	2.8	23	4.5
3 EMPLOYEES	32	7.8	7	6.3	39	7.5
4 OR MORE EMPLOYEES	347	84.9	103	89.6	450	85.9
ALL	409	100.0	115	100.0	-524	100.0

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME ASSISTANTS						
NO ASSISTANTS	11	2.6	2	2.1	13	2.5
1 ASSISTANT	67	16.3	8	6.9	75	14.3
2 ASSISTANTS	127	30.8	28	24.1	155	29.4
3 ASSISTANTS	102	24.6	28	24.1	129	24.5
4 OR MORE ASSISTANTS	106	25.6	49	42.8	155	29.4
ALL	413	100.0	115	100.0	528	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONOSOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	81	19.7	76	66.2	158	29.9
1 HYGIENIST	120	29.0	17	14.5	136	25.8
2 HYGIENISTS	111	26.9	6	5.5	118	22.3
3 HYGIENISTS	45	10.9	6	5.5	51	9.7
4 OR MORE HYGIENISTS	56	13.5	10	8.3	65	12.3
ALL	413	100.0	115	100.0	528	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

NONOSOLO DENTISTS EMPLOYING PERSONNEL

PERCENTAGE OF DENTISTS OFFERING BENEFITS, BY EMPLOYEE TYPE

BENEFIT	DENTISTS WITH EMPLOYEES				
	PERCENTAGE OF DENTISTS OEFERING THE BENEFIT	OF THE DENTISTS WHO OFFER THE BENEFIT, PERCENTAGE OFFERING IT TO THEIR: *			
		HYGIENISTS	ASSIS-TANTS	TECH-NICIANS	SECRE-TARIES
MEDICAL INSURANCE	63.7	77.0	90.4	71.1	90.4
DENTAL INSURANCE	73.8	94.5	97.5	80.9	95.5
SEPARATE MALPRACTICE INSURANCE	12.9	84.3	40.3	29.3	27.9
LIFE INSURANCE	32.5	80.3	92.5	68.2	96.5
PROFIT SHARING	40.1	75.8	93.7	73.3	92.2
PENSION PLAN	50.8	67.4	90.3	68.6	91.2
PAID SICK LEAVE	79.4	75.1	96.0	74.8	93.4
PAID VACATION DAYS	93.9	78.5	96.4	77.8	91.8
REIMBURSEMENT FOR PROFESSIONAL FEES	35.2	83.5	79.9	64.8	66.2
REIMBURSEMENT FOR CONTINUING EDUCATION COURSES	69.8	85.2	86.9	64.3	76.3
INCENTIVE: PERCENT OF PRODUCTION	12.9	78.1	61.6	13.6	66.6
INCENTIVE: PERCENT OF PRODUCTION OVER CERTAIN LIMITS	21.8	78.1	83.1	39.0	78.9
INCENTIVE: SET BONUS IF BUDGETED GOALS ARE MET	19.0	69.7	84.5	62.7	91.9

* Each column includes only those dentists with employees in these categories.

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONSOLO DENTISTS

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIVATE PRACTICE	$76,957	295	$142,371	105	$90,656	400
NET INCOME FROM ALL DENTAL SOURCES	79,051	285	147,015	102	93,346	387

SOURCES OF GROSS INCOME

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
MEAN PERCENTAGE OF GROSS INCOME PAID BY	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	45.5%	277	57.3%	106	47.3%	383
GOVERNMENT PROGRAMS	5.2	277	3.4	106	4.8	383
PRIVATE INSURANCE	47.6	277	42.2	106	46.4	383

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

NONOSOLO DENTISTS

CURRENT EMPLOYMENT STATUS

PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	123	27.1	17	13.1	140	24.0
PARTNER	112	24.7	29	23.1	142	24.4
SHAREHOLDER, INCORPORATED	129	28.5	70	55.0	199	34.3
EMPLOYED - INCORPORATED PRACTICE	36	8.0	5	3.8	41	7.1
EMPLOYED - UNINCORPORATED PRACTICE	16	3.5	1	0.6	17	2.9
INDEPENDENT CONTRACTOR	37	8.2	6	4.4	43	7.4
ALL-WEIGHTED	454	100.0	127	100.0	581	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONOSOLO DENTISTS

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
LESS THAN 15 YEARS	18.4%	320	31.8%	112	21.1%	432
15-65 YEARS	63.6	320	55.4	112	61.9	432
65 AND OLDER	18.0	320	12.8	112	16.9	432

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
UNDER $10,000	9.7%	297	6.8%	95	9.1%	392
$10,000-29,999	41.5	297	34.5	95	40.2	392
$30,000 PLUS	48.8	297	58.7	95	50.7	392

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRIVATE INSURANCE	62.2%	310	63.3%	112	62.5%	422
GOVERNMENT PROGRAM	6.0	310	3.4	112	5.5	422

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONOSOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME DENTISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL DENTISTS						
NO DENTISTS EMPLOYED	140	28.9	49	48.8	190	32.4
1 DENTIST EMPLOYED	248	51.1	40	40.0	288	49.2
2 DENTISTS EMPLOYED	54	11.1	9	8.8	63	10.7
3 DENTISTS EMPLOYED	22	4.5	1	0.6	22	3.8
4 OR MORE DENTISTS EMPLOYED	22	4.5	2	1.9	24	4.0
ALL-WEIGHTED	485	100.0	101	100.0	587	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONOSOLO OWNER DENTISTS

NUMBER OF OTHER OWNERS BY RESPONDENT'S EMPLOYMENT STATUS

NUMBER OF OTHER OWNERS	EMPLOYMENT STATUS							
	SOLE PROPRIETORS		PARTNERS		SHAREHOLDERS		ALL	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NONE	100.0	140	0.0	0	36.9	74	44.4	213
ONE	0.0	0	78.2	111	44.0	88	41.3	198
TWO	0.0	0	14.9	21	14.7	29	10.5	50
THREE	0.0	0	2.8	4	33.0	7	2.2	11
FOUR	0.0	0	2.1	3	.5	1	.8	4
FIVE OR MORE	0.0	0	2.1	3	.5	1	.8	4

NUMBER OF EMPLOYEE DENTISTS BY RESPONDENT'S EMPLOYMENT STATUS

NUMBER OF EMPLOYEE DENTISTS	EMPLOYMENT STATUS					
	SOLE PROPRIETORS		PARTNERS		SHAREHOLDERS	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NONE	0.0	0	69.9	99	47.0	94
ONE	82.6	115	18.7	26	40.9	82
TWO	10.5	15	3.4	5	8.4	17
THREE	6.1	9	3.8	5	2.0	4
FOUR	.8	1	1.3	2	1.0	2
FIVE OR MORE	0.0	0	3.0	4	.5	1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

NONSOLO DENTISTS

MEAN PRACTICE EXPENSES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
TOTAL PRACTICE EXPENSES	$279,050	145	$441,607	49	$311,717	194
TOTAL PRACTICE EXPENSES PER DENTIST	$108,212	145	$183,804	49	$123,403	194
WAGES AS A PERCENT OF TOTAL EXPENSES	67.9	138	24.3	48	59.0	186
LABORATORY CHARGES AS A PERCENT OF EXPENSES	16.7	137	3.7	41	14.4	178
DENTAL SUPPLIES AS A PERCENT OF EXPENSES	17.3	132	8.6	46	15.6	178

PRACTICE MEAN GROSS INCOMES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRACTICE GROSS INCOME	$381,695	251	$610,552	95	$431,992	346
GROSS INCOME PER DENTIST	149,234	251	240,641	95	169,323	346
GROSS INCOME PER PRACTICE HOUR	88.02	251	138.07	95	99.02	346
GROSS PER HOUR PER DENTIST	38.29	251	58.59	95	42.75	346
GROSS PER VISIT	98.34	148	96.45	62	97.89	210
GROSS PER VISIT PER DENTIST	42.17	148	37.90	62	41.16	210

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONSOLO DENTISTS

MEAN NUMBER OF PATIENT VISITS

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PATIENT VISITS PER WEEK (-HYG VISITS)	57.6	358	102.7	125	66.9	483
PATIENT VISITS PER WEEK (+HYG VISITS)	72.7	339	110.7	120	80.6	459
PATIENT VISITS PER YEAR (-HYG VISITS)	2763.1	358	4859.1	125	3195.4	483
PATIENT VISITS PER YEAR (+HYG VISITS)	3484.3	339	5234.1	120	3849.2	459
PATIENTS TREATED PER HOUR (-HYG VISITS)	1.5	358	2.7	125	1.8	483

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

NONSOLO DENTISTS

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PRACTICING IN THE OFFICE	47.7	425	46.9	160	47.5	585
HOURS PER WEEK IN THE OFFICE	37.5	425	38.4	160	37.7	585
HOURS PER WEEK TREATING PATIENTS	33.5	425	33.0	160	33.3	585

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER
GENDER												
MALE	43.8	79	87.4	396	46.5	78	123.2	149	44.3	79	94.9	545
FEMALE	36.3	70	6.2	28	42.0	53	2.5	3	36.7	70	5.4	31
ALL-WEIGHTED	43.3	79	93.6	424	46.4	78	125.7	152	43.9	79	100.3	576

MEAN AND MEDIAN GRADUATION YEAR

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GRADUATION YEAR	70	85	424	66	85	152	70	85	576

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

Solo Dentists

Almost three-quarters (71.8%) of solo dentists are sole proprietors. Among solo general practitioners and specialists, 76.7% and 51.7% are sole proprietors, respectively. In contrast, 28.2% of all solo dentists are shareholders in an incorporated practice. Among solo general practitioners and specialists, 23.3% and 48.3% are shareholders in an incorporated practice, respectively.

Almost equal percentages of patients seen by solo dentists fell into the "$10,000 to $29,999" and "$30,000 plus" yearly income ranges (44.7% and 46.1%, respectively). The percentages were similar among solo general practitioners (45.5% in the "$10,000 to $29,999" range and 44.3% in the "$30,000 plus" range), but among solo specialists, a higher percentage of patients had yearly incomes in the "$30,000 plus" range (54.1%) than in the "$10,000 to $29,999" range (41.1%).

Approximately 60% of the patients seen by all solo dentists were covered by private insurance programs. The percentages were fairly consistent for solo general practitioner and specialist groups.

Solo dentists had an average of 64.5 patient visits per week (excluding hygienist visits). Solo specialists had a substantially higher average number, 96.8. Solo general practitioners reported an average of 57.2 patient visits per week (excluding hygienist visits).

Solo dentists treated an average of 1.7 patients per hour. Solo specialists reported a slightly higher average, 2.7 patients per hour, and solo general practitioners reported an average of 1.5.

Slightly less than half (48.1%) of solo dentists reported having four or more employees. This percentage was similar among solo general practitioners (45.8%) and was higher among solo specialists (58.1%).

Solo dentists earned an average net income of $77,284 from private practice. Solo general practitioners reported an average of $69,372, while solo specialists reported an average of $114,202.

All solo dentists earned an average of 0.8% of their total income (net income from private practice plus income for other dental sources) from other dental sources. This percentage was the same for solo general practitioners (0.8%). Solo specialists earned an average of 1.4% of

Solo Dentists (continued)

their total income from dental sources outside of private practice.

An average of one half (48.0%) of a solo dentist's gross income was paid by direct patient payment. Government programs comprised 4.4%, and private insurance payments comprised 46.9% of gross income received.

Total practice expenses for all solo dentists averaged $143,290. Of this, 44.0% was accounted for by wage payments, 16.5% by laboratory charges, and 12.6% by purchases of dental supplies. Total practice expenses averaged $133,009 for solo general practitioners and $194,498 for specialists.

Solo dentists reported an average annual gross practice income of $211,330. Gross income for solo specialists was substantially higher, $293,361, and was lower for solo general practitioners, $194,242.

Among solo dentists with employees, the four most frequently offered benefits were paid vacation days (offered by 89.1% of these dentists), paid sick leave (75.4%), dental insurance (67.9%), and reimbursement for continuing education courses (61.7%). Only 48.3% of solo dentists with employees provided medical insurance benefits. Approximately forty percent (41.9%) offered a pension plan, and one-third each offered a profit sharing plan (33.3%) and/or reimbursement for professional dues (34.0%). The table on page twenty-four further details the types of benefits offered to different types of employees (dental hygienists, chairside assistants, laboratory technicians, and secretaries or receptionists). For example, only 20.5% of solo dentists with employees offered life insurance programs to these employees. However, of those solo dnetists offering life insurance benefits, 73.4% of those employing hygienists offered the benefit to their hygienists, 89.3% of those employing chairside assistants offered it to their assistants, 60.4% of those employing laboratory technicians offered it to their technicians, and 87.0% of those employing secretaries or receptionists offered life insurance benefits to their secretaries and receptionists.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	53	5.3	3	1.4	57	4.6
1 EMPLOYEE	115	11.5	13	5.5	128	10.4
2 EMPLOYEES	178	17.8	37	16.2	216	17.5
3 EMPLOYEES	195	19.4	44	18.9	238	19.3
4 OR MORE EMPLOYEES	458	45.8	134	58.1	593	48.1
ALL	1000	100.0	231	100.0	1232	100.0

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME ASSISTANTS						
NO ASSISTANTS	122	12.1	17	7.5	139	11.2
1 ASSISTANT	503	50.0	65	28.0	569	45.9
2 ASSISTANTS	296	29.4	70	30.0	366	29.5
3 ASSISTANTS	75	7.4	49	20.8	123	9.9
4 OR MORE ASSISTANTS	11	1.1	32	13.7	43	3.4
ALL	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	435	43.2	181	77.5	616	49.6
1 HYGIENIST	377	37.5	25	10.9	403	32.5
2 HYGIENISTS	153	15.2	18	7.8	171	13.8
3 HYGIENISTS	32	3.2	7	3.1	39	3.2
4 OR MORE HYGIENISTS	10	1.0	2	0.7	11	0.9
ALL	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS OFFERING BENEFITS, BY EMPLOYEE TYPE

BENEFIT	DENTISTS WITH EMPLOYEES				
	PERCENTAGE OF DENTISTS OFFERING THE BENEFIT	OF THE DENTISTS WHO OFFER THE BENEFIT, PERCENTAGE OFFERING IT TO THEIR: *			
		HYGIENISTS	ASSIS-TANTS	TECH-NICIANS	SECRE-TARIES
MEDICAL INSURANCE	48.3	64.5	87.5	57.3	81.2
DENTAL INSURANCE	67.9	94.3	97.1	63.3	90.9
SEPARATE MALPRACTICE INSURANCE	8.4	94.8	46.2	56.1	29.0
LIFE INSURANCE	20.5	73.4	89.3	60.4	87.0
PROFIT SHARING	33.3	66.0	87.8	57.2	88.4
PENSION PLAN	41.9	65.0	85.5	63.8	81.7
PAID SICK LEAVE	75.4	69.1	94.0	56.2	89.5
PAID VACATION DAYS	89.1	70.7	95.8	58.0	89.1
REIMBURSEMENT FOR PROFESSIONAL FEES	34.0	81.3	84.6	37.8	66.0
REIMBURSEMENT FOR CONTINUING EDUCATION COURSES	61.7	84.7	91.3	57.9	80.1
INCENTIVE: PERCENT OF PRODUCTION	10.4	77.3	69.9	69.5	70.0
INCENTIVE: PERCENT OF PRODUCTION OVER CERTAIN LIMITS	17.5	75.9	81.6	55.6	84.6
INCENTIVE: SET BONUS IF BUDGETED GOALS ARE MET	20.7	82.0	91.0	40.9	87.7

* Each column includes only those dentists with employees in these categories.

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIVATE PRACTICE	$69,372	757	$114,202	218	$77,284	975
NET INCOME FROM ALL DENTAL SOURCES	$69,898	746	$115,862	214	$77,985	960

SOURCES OF GROSS INCOME

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
MEAN PERCENTAGE OF GROSS INCOME PAID BY	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	45.3%	759	60.7%	223	48.0%	982
GOVERNMENT PROGRAMS	4.5	759	4.0	223	4.4	982
PRIVATE INSURANCE	49.6	759	34.7	223	46.9	982

CURRENT EMPLOYMENT STATUS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	828	76.7	134	51.7	962	71.8
SHAREHOLDER, INCORPORATED	252	23.3	125	48.3	377	28.2
ALL-WEIGHTED	1080	100.0	259	100.0	1339	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE SOLO DENTISTS

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
LESS THAN 15 YEARS	18.3%	782	43.2%	245	23.0%	1027
15-65 YEARS	62.6	782	49.2	245	60.0	1027
65 AND OLDER	19.1	782	7.6	245	16.9	1027

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
UNDER $10,000	10.2%	727	4.8%	215	9.2%	942
$10,000-29,999	45.5	727	41.1	215	44.7	942
$30,000 PLUS	44.3	727	54.1	215	46.1	942

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRIVATE INSURANCE	61.2%	776	56.6%	238	60.3%	1014
GOVERNMENT PROGRAM	5.3	776	4.2	238	5.1	1014

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

MEAN PRACTICE EXPENSES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
TOTAL PRACTICE EXPENSES	$133,009	430	$194,498	116	$143,290	546
WAGES AS A PERCENTAGE OF TOTAL EXPENSES	41.6	414	56.4	110	44.0	524
LABORATORY CHARGES AS A PERCENTAGE OF TOTAL EXPENSES	19.0	410	3.1	101	16.5	511
DENTAL SUPPLIES AS A PERCENTAGE OF TOTAL EXPENSES	12.0	398	15.7	107	12.6	505

PRACTICE MEAN GROSS INCOMES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRACTICE GROSS INCOME	$194,242	699	$293,631	195	$211,330	894
GROSS INCOME PER PRACTICE HOUR	108.11	699	171.50	195	119.01	894
GROSS PER VISIT	79.63	659	91.33	176	81.57	835

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

MEAN NUMBER OF PATIENT VISITS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PATIENT VISITS PER WEEK (-HYG VISITS)	57.2	874	96.8	263	64.5	1137
PATIENT VISITS PER WEEK (+HYG VISITS)	76.3	850	104.5	245	81.2	1095
PATIENT VISITS PER YEAR (-HYG VISITS)	2764.4	874	4562.3	263	3093.4	1137
PATIENT VISITS PER YEAR (+HYG VISITS)	3685.1	850	4944.0	245	3907.5	1095
PATIENTS TREATED PER HOUR (-HYG VISITS)	1.5	874	2.7	263	1.7	1137

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

SOLO DENTISTS

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PRACTICING IN THE OFFICE	48.1	1011	47.6	325	48.0	1336
HOURS PER WEEK IN THE OFFICE	37.6	1011	37.3	325	37.6	1336
HOURS PER WEEK TREATING PATIENTS	33.7	1011	32.6	325	33.5	1336

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER
GENDER												
MALE	47.3	91	90.5	972	47.1	74	123.4	317	47.3	91	96.8	1289
FEMALE	37.0	72	3.1	33	35.2	40	2.3	6	36.8	72	2.9	39
ALL-WEIGHTED	47.0	91	93.6	1005	46.9	74	125.7	323	47.0	91	99.8	1328

MEAN AND MEDIAN GRADUATION YEAR

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GRADUATION YEAR	67	85	1005	66	84	323	67	85	1328

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner	.80/.749 = 1.068731
Specialist	.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

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1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

	Primary Occupation	Secondary Occupation
a Private practice (full- or part-time)	00	00
b Dental school faculty/staff member	01	01
c Armed Forces	02	02
d Other federal services (e.g., VA, PHS)	03	03
e State or local government employed	04	04
f Hospital staff dentist	05	05
g Intern/resident	06	06
h Other student	07	07
i Other health/dental organization staff member (e.g., NIDR)	08	08
j Not in practice	09	09
k Retired	10	10
l Occupation unrelated to dentistry	11	11
m **No secondary occupation**	-	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes 1
No (Skip to question 3.) 2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery 10
Endodontics 15
Orthodontics 20
Pediatric dentistry 30
Periodontics 40
Prosthodontics 50
Oral pathology 60
Public health 82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ____

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b Partner in a complete or limited partnership 2
c Shareholder in an incorporated dental practice 3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f Independent contractor 6
g Other, please specify ____

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b Partner in a complete or limited partnership 2
c Shareholder in an incorporated dental practice 3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f Independent contractor 6
g Other, please specify ____

6 Please answer the following about the time **you personally** spent in your primary practice during 1987.

a Total number of weeks worked (excluding vacation) ____ weeks
b Total number of **hours per week** spent in the practice ____ hours per week
c Number of hours per week spent **treating patients** in the practice ____ hours per week
d Estimate the average scheduled length of an appointment in 1987 ____ minutes
e During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	____ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	____ %
Operative (restoration, amalgams, inlays, etc.)	____ %
Prosthodontic	____ %
Endodontic	____ %
Periodontic	____ %
Orthodontic	____ %
Oral and maxillofacial surgery	____ %
General services (anesthesia, patient management, counseling, miscellaneous)	____ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	_____ %
b Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	_____ %
c Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	_____ %
d Straight risk pool (e.g., Individual Practice Association Program)	_____ %
e Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	_____ %
f Discount of usual fees agreement (e.g., Aetna Fast Track Program)	_____ %
g Other contractual agreement	_____ %

8 During the entire year of 1987, indicate the **total** number of **patients you treated** in the **primary practice**. (This number should be different than the total number of appointments below.)

_____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a **Appointments scheduled** per week **excluding** those with hygienist appointments only) _____ appointments per week

b **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled). If none, enter zero. _____ visits per week

c **Emergency visits** per week that **you** treated (i.e., no appointments scheduled). If none, enter zero. _____ visits per week

d **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only) _____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero.) _____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a Too busy to treat all people requesting appointments	1
b Provided care to all who requested appointments but was overworked	2
c Provided care to all who requested appointments and was not overworked	3
d Not busy enough; could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987? _____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders). If none, enter zero.	_____

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	part-time
a General practice	_____	_____
b Oral and maxillofacial surgery	_____	_____
c Endodontics	_____	_____
d Orthodontics	_____	_____
e Pediatric dentistry	_____	_____
f Periodontics	_____	_____
g Prosthodontics	_____	_____
h Oral pathology	_____	_____
i Public health	_____	_____
j Other, please specify _____	_____	_____

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a Dental hygienist(s)	_____	_____
b Chairside assistant(s)	_____	_____
c Secretary/receptionist(s)*	_____	_____
d Dental laboratory technician(s)	_____	_____
e Bookkeeper, business personnel	_____	_____
f Other, please specify _____	_____	_____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a Full-time _____
b Part-time _____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	Dental Hygienist(s)
a **Appointments scheduled** per week primarily for hygienist(s) treatment	_____ appointments per week
b **Scheduled visits** per week that were actually treated by all hygienist(s)	_____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars) per year	Weeks Worked per Year weeks	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

9 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars) per week	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$ per week	hours	years	months	years	months

26a Did the **primary practice** utilize computer processing services during 1987?

Yes 1
No (Skip to question 27.) 2

b Were these computer services provided by an

In-house computer? 1
Outside computer service? (Skip to question 26d.) 2
Other, please specify _____

c Who was the primary user of the computer system?

Dentist(s) 1
Secretary, receptionist(s) 2
Bookkeeping, business personnel 3
Other, please specify _____

d For which of the following functions was a computer utilized? Please circle as many as apply.

Patient accounting and billing 1
Maintaining expense records 2
Processing insurance forms 3
Maintaining treatment records 4
Diagnosis and monitoring of treatment 5
Scheduling patients 6
Office newsletters 7
Form letters 8
Other, please specify _____

e Which of the following was most important in your choice of a computer?

Price 1
Service support 2
Training 3
Hardware 4
Software 5
Other, please specify _____

f How were you introduced to your computer?

Advertisement 1
Trade show 2
Mailing 3
Telephone call 4
Other, please specify _____

g If given the opportunity, would you purchase the same computer system again?

Yes 1
No 2

h Is your computer

Single user? 1
Multi-user? 2

i If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price 1
Service support 2
Training 3
Hardware 4
Software 5
Other, please specify _____

27 In the **entire primary practice** during 1987

a What was the total number of operatories? _____ operatories

b How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? _____ operatories

c What was the total square feet of office space? _____ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes 1
No 2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

		Yes	No
a	Composite light curing unit	1	2
b	High speed air handpiece with fiber optics	1	2
c	Panoramic x-ray unit	1	2
d	Ultrasonic or sonic scaling unit	1	2
e	Electrosurgical unit	1	2
f	Nitrous oxide analgesic equipment	1	2
g	Modular instrument delivery system (wall divider)	1	2
h	Automatic x-ray film processor	1	2
i	Autoclavable handpiece	1	2
j	Scavenger system for nitrous oxide	1	2
k	Intraoral video camera	1	2
l	Laser	1	2
m	Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a Metropolitan area with a population greater than 500,000
central city location 1
suburban location 2
b Metropolitan area with a population between 100,000 and 500,000
central city location 3
suburban location 4
c City of 50,000-99,999 population 5
d City of 20,000-49,999 population 6
e Rural (less than 20,000 population) 7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a Home 1
b Professional building 2
c Shopping center 3
d Other commercial building 4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

		Yes	No
a	Retail or drug store facility	1	2
b	Franchise (practice marketed under a trade name)	1	2

33 a In 1987, was your **primary practice** located in more than one office?

Yes 1
No (Skip to question 34.) 2

b If yes, indicate the number of offices associated with your **primary practice** _____

If you were a solo practitioner during 1987, please skip to question 36

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987

The average number of	Entire Practice
a **Appointments scheduled** per week **excluding** those with hygienist appointments only)	_____ appointments per week
b **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) (If none, enter zero)	_____ visits per week
c **Emergency visits** per week (i.e., no appointment scheduled) (If none, enter zero)	_____ visits per week
d **Scheduled visits** per week that were **actually** treated, **excluding** those with hygienist appointments only)	_____ visits per week

35 During the entire year of 1987, indicate the **total** number of **patients** treated by the **primary practice**. (This number should be different than your total number of appointments above.)

_____ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician?

_____ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.)

_____ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	_____ %
General practitioners	_____ %
Specialists	_____ %
Patients	_____ %
Dental referral service	_____ %
Other professionals (e.g., M.D.'s)	_____ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	_____ %
Capitation, closed panel contracts	_____ %
Other, please specify _____	_____ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a For the **initial appointment** of a series (excluding emergency cases)?	_____ days	_____ days
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	_____ minutes	_____ minutes

39 Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients?

_____ weeks

40 Approximately what percentage of the patients who visited the primary practice

	Entire Practice Patient Characteristics
a were	
14 years of age or younger?	_____ %
15 to 64 years of age?	_____ %
65 years of age or older?	_____ %
Total	**100%**
b were members of families whose annual income is estimated to be	
under $10,000?	_____ %
$10,000 to 29,999?	_____ %
$30,000 or more?	_____ %
Total	**100%**
c were	
covered by a private insurance program that pays or partially pays for their dental care?	_____ %
covered by a public assistance program that pays or partially pays for their dental care?	_____ %
not covered by an insurance program?	_____ %
Total	**100%**
d were	
male?	_____ %
female?	_____ %
Total	**100%**
e were physically handicapped and/or mentally handicapped?	_____ %
f were members of a racial minority?	_____ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office

a Patients close (within walking distance or within 1-10 minute drive or transportation)	_____ %
b Patients within 11-39 minutes drive or transportation	_____ %
c Patients within 40 or more minute drive or transportation	_____ %
Total	**100%**

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

		Not Done	Usual Fee
a	Periodic oral examination (excluding radiographs)	☐	$
b	Bitewing radiographs, for films	☐	$
c	Dental prophylaxis, for adults	☐	$
d	Pit and fissure sealant, per tooth	☐	$
e	Topical fluoride treatment (including prophylaxis), child	☐	$
f	Amalgam restoration, one surface permanent (including polishing)	☐	$
g	Fixed unilateral space maintainer	☐	$
	Root canal therapy—molar (includes treatment plan, clinical procedures and follow-up care, excluding final restoration), one canal	☐	$
i	Periodontal scaling and root planing—per quadrant	☐	$
k	Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l	Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

		Net Income
a	Your primary practice?	$
b	Your secondary practice (if applicable)?	$
c	Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44 In the **entire primary practice**, what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $

45 What percentage of the **gross receipts** were received (if none, enter zero.)

		Gross Receipts
a	As direct patient payment?	%
b	As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c	As direct payment from private insurance carriers?	%
d	From other sources of payment? Please specify _____	%
	Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47 For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

		Expenses
a	Yearly rent	$
b	Yearly mortgage (including interest)	$
c	Total salaries, wages and commissions of non-dentist employees	$
d	Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e	Total salaries, wages and commissions of officers, shareholder dentists (**for incorporated practices only**)	$
f	Employee benefits of personnel (not included in salaries, i.e.g., insurance, pensions, etc.)	$
g	General office supplies	$
h	Dental supplies	$
	Commercial dental laboratory charges	$
j	Advertising expenses	$
k	Annual depreciation costs of dental and office equipment	$
l	Taxes on business and business property	$
m	Repairs of dental or office equipment	$
n	Insurance related to dental office (liability, fire, etc.)	$
o	Legal and professional fees	$
p	Professional liability (malpractice insurance)	$
q	Interest on business indebtedness (excluding mortgage)	$
r	Drugs	$
s	Utilities (telephone, electricity, etc.)	$
t	Professional expenses (travel to meetings, society dues, etc.)	$
u	Bad debts	$
v	Other, please specify _____	$
w	**Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.